

# **EXHIBIT A**

## Project Review-Section III

REDACTED - ATTORNEY CLIENT

Mr. F.A. Risley

Product Management

Marketing and Training Services

Area 4R

Re: Short Term Payment Plan Illustrations  
(AI and Acc Dividends Illustrations)

- ☐ Approved for print (without change)  
☐ Approved for print (with changes as noted on the attached copy)  
☒ Not approved for print at this time

Remarks: The Illustrations have been reviewed by [REDACTED] P. I. Consulting Svs. Actuarial-Math. and the Contract Bureau. Suggested revisions are indicated. However additional questions have been raised. A copy of Mr. K. Kirk's (Act-Math.) memo is attached. The illustrations can not be approved until the questions he raised are resolved. Also attached is a copy of Mr. K. Pelker's (P.I. Consulting Svs.) memo. In addition to his comment on the notice he has brought up some points on the illustration. Please let us know when the questions are resolved.

Mr. Jamie Lakner Extension 3883.  
 Actuarial Personal  
 Personal Insurance Contract Bureau  
 Area 21V

Date February 4, 1980

CONFIDENTIAL

MP4011149715

Mr. Jamie Lekner  
Personal Insurance Contract Bureau  
Actuarial Personal

Re Short Term Payment Plan Illustrations

We have attempted to spotcheck the attached two manually prepared illustrations and we have the following comments.

The basic guaranteed values on both illustrations are found to be accurate. However, we have many problems with illustrative values. One of the reasons we are finding differences is that we are unsure as to what exactly the illustration is suppose to be showing. The values are listed next to policy years but, are they values as of the beginning of the year, or as of the end of the year. Also, do the illustrative figures assume that the next year's premium is paid, and if so, how was it paid? We have also found inconsistencies with the rounding being used in the illustrations and we disagree with the life expectancy shown.

Due to the above we have not been able to verify the accuracy of these illustrations. To do so we will need to know the answers to our questions above as well as what the intention of the illustration is. Is it to demonstrate the shortest payment period possible or just an arbitrary shortened period?

Once we have this information we will be able to accurately check these illustrations.

*Kevin Kirk*  
Kevin Kirk  
Mathematical Section  
PLI Rates & Values  
Actuarial Personal

January 25, 1980

cc Hutter

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Mr. Jamie Lakner  
Actuarial Personal  
Personal Insurance Contract Bureau  
Area 21-V

Re Short Term Payment Plan Illustrations

We have the following comments concerning the above.

1. We object to the use of the phrase "Short Term Payment Plan" as a title for this type arrangement. The implementation of this plan, fourteen years after issue, can hardly be called "short term". We would prefer retention of less misleading title such as "Premium Reduction Plan" rather than the suggested title.
2. The production of the illustrations can proceed prior to the approval and finalization of the notice that is to be forwarded with the policies. Therefore, we will withhold our comments on the notice until further consultation with P.L.I. Methods and Planning. We would first have to hear what administrative procedures are involved in signaling the start of such a plan before commenting on the text of the notice.
3. We strongly suggest that for both illustrations there be a column added to show the "Net Premium Due", illustrating the amount still due after the annual dividend is applied toward premium reduction. In this manner, we would still be conveying the idea that there is a premium amount to be paid which will be withdrawn from the cash value of A.I. or from D.I. as the case may be. This may necessitate an additional page of the illustration, however, as the illustration stands now, there is no indication that a premium is still due each year.  
  
Perhaps an additional column showing Annual Premium should also be added, since there is no guarantee that the annual dividend plus the cash value of A.I. or D.I. will be sufficient to pay the premiums.
4. There should be a note on the illustration that if you want to have premiums paid in this manner, then you must change your dividend option to premium reduction after the 13th policy year. Also, the

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- 2 -

note should mention that in the 14th policy year you must notify us that you want the net premium due paid by withdrawal from the cash value of A.I. or D.I. if applicable.

Any further comments that we may have concerning the notice will be forthcoming after discussion with P.L.I. Methods and Planning.

*K. A. Pelker*

K. A. Pelker  
P. I. Consulting Services

January 29, 1980

KAP:gtc

cc: Mr. J. J. Ryan

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Metropolitan  
Life Insurance Company

*Accelerated*  
**SHORT TERM PAYMENT PLAN**

For Payment of Future Premiums From the Cash Value of Paid-up Additional Insurance or Accumulated Dividends with Interest

**IMPORTANT NOTICE - PLEASE KEEP WITH YOUR POLICY**

Name of Insured \_\_\_\_\_ Name of Owner \_\_\_\_\_  
Policy Number \_\_\_\_\_ Issue Date \_\_\_\_\_  
Plan of Insurance \_\_\_\_\_ Amount of Insurance \_\_\_\_\_  
Classification \_\_\_\_\_ Sex \_\_\_\_\_ Age at Issue \_\_\_\_\_  
Benefits Included \_\_\_\_\_

After premiums for your policy have been paid for \_\_\_\_\_ \*years, the Short Term Payment Plan allows you the opportunity to pay future premiums each year through the use of dividends, by withdrawing from the cash value of additional insurance or accumulated dividends with interest the amount which, together with the current dividend, would pay the current premium. To implement the Short Term Payment Plan, ask your Metropolitan Sales Representative to verify that the dividends credited to your policy together with the dividend scale then in effect are sufficient to accomplish this objective. If dividends are sufficient, the mode of premium payment should be changed to annual if another mode of premium payment is in effect.

See Sheet A  
When your annual premium notice is received each year, the owner of the policy should complete and sign the following note, attach it to the premium notice and return it to Metropolitan:

"Please pay the annual premium by withdrawing from the cash value of additional insurance or accumulated dividends with interest the amount which together with the current dividend is sufficient to pay the annual premium. I am enclosing a check for any loan interest due."

based on  
\*The number of years that premium payments in cash are required under the Short Term Payment Plan is determined by the dividend scale in effect at the time the policy is issued. Dividends, however, are not guaranteed. Changes in dividend scales after issue may increase or decrease the number of years indicated. In addition, if future dividend scales decrease after the Short Term Payment Plan is implemented, it may be possible that dividends may not be sufficient in some future years to pay the full current premium. Also,

→ Form No.

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Insert A

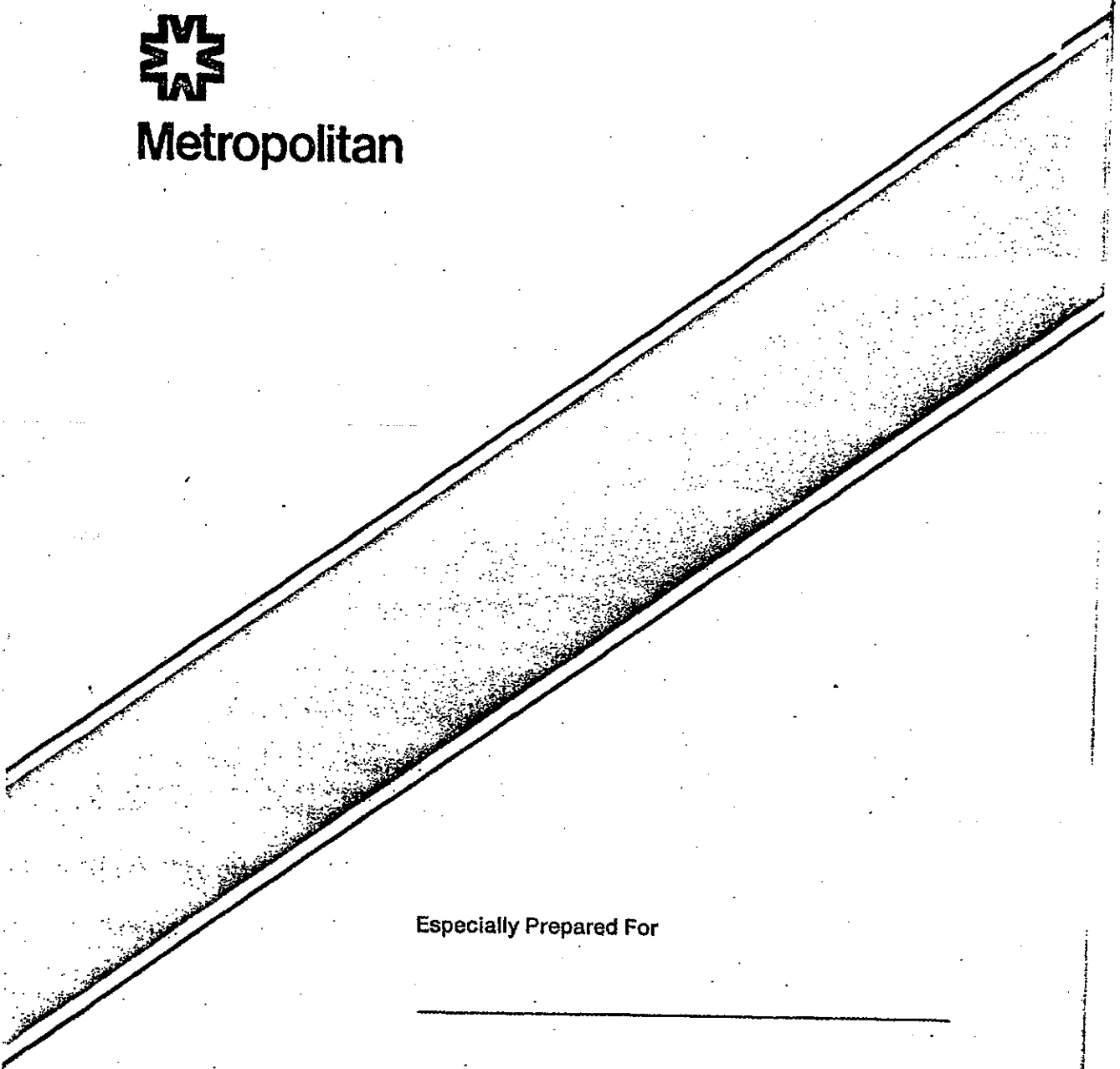
After premiums have been paid for \_\_\_\_\_\*  
years, you must notify Metropolitan each  
year by sending a copy of the following  
paragraph, signed and attached to your  
annual premium notice.

"Please credit my current dividend toward  
the annual premium. Pay the rest of the  
premium by withdrawing the required  
sum from the cash value of additional  
insurance or dividends left on deposit  
with interest. I am enclosing a check  
for any loan interest due."

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**Metropolitan**



**Especially Prepared For**

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**CONFIDENTIAL**



PLAN OF WHOLE LIFE  
INSURANCE  
CLASSIFICATION PREFERRED

AGE 35-MALE

AMOUNT OF  
INSURANCE \$100,000  
YEARS PAYABLE  
LIFETIME

BASIC POLICY

ANNUAL PREMIUM  
\$1,792.00

Dividends And Any Other Illustrative Figures Shown Are Not Guarantees Or Estimates For The Future.\*

Short Term Payment Plan Illustration

Annual Dividends to Accumulate at Interest ‡

The Short Term Payment Plan illustration assumes that premiums for the first thirteen years will be paid in cash and that future premiums will be paid each year through the use of dividends by withdrawing from the accumulated dividends with interest the amount which together with the current dividend would pay the current premium.

Summary for period shown

|   | Age 65              | Age 76 &            |
|---|---------------------|---------------------|
| Total Cash Outlay **                                  | \$ 23,296           | \$ 23,296           |
| Guaranteed Death Benefit                              | 100,000             | 100,000             |
| Accumulated Dividends with Interest                   | 7,129               | 33,281              |
| Terminal Dividend                                     | 3,500               | 3,500               |
| Illustrative Death Benefit                            | 110,629             | 136,781             |
| Guaranteed Cash Value                                 | 50,700              | 69,100              |
| Accumulated Dividends with Interest                   | 7,129               | 33,281              |
| Terminal Dividend                                     | 3,500               | 3,500               |
| Illustrative Total Cash Value                         | 61,329              | 105,881             |
| Guaranteed Monthly Life Income - (10 Years Certain)   | 316.88              | 567.31              |
| Illustrative Monthly Life Income - (10 Years Certain) | 502.63              | 1,046.51            |
| Interest - Adjusted (5%) Indexes per \$1,000:         |                     |                     |
| Life Insurance Surrender Cost Index                   | For 10 Yrs. \$ 5.40 | For 20 Yrs. \$ 2.96 |
| Life Insurance Net Payment Cost Index                 | 15.17               | 12.61               |
| Equivalent Level Annual Dividend                      | 2.75                | 5.31                |

\* Dividends based on January 1980 scale.

‡ 3% guaranteed; 6.65% current; interest is subject to federal income tax.

\*\* The cash outlay illustrated shows the results if the current dividend scale continues without change. If future dividends are reduced, it is possible that the accumulated dividends with interest together with the current dividend may not be sufficient in some future years to pay the full current premium.

• Age at life expectancy.

*Illustrative monthly life income based on January 1979 settlement option rates.*

*Is this correct for a male age 35*

**CONFIDENTIAL**

PLAN OF WHOLE LIFE  
INSURANCE  
CLASSIFICATION PREFERRED

AGE 35 MALE

AMOUNT OF  
INSURANCE \$100,000  
YEARS PAYABLE  
LIFETIME



BASIC POLICY

ANNUAL PREMIUM  
\$1,792.00

Dividends And Any Other Illustrative Figures Shown Are Not Guarantees Or Estimates For The Future.\*

Short Term Payment Plan Illustration  
Annual Dividends to Accumulate at Interest ‡

| Policy Year | Cash Outlay ** | Annual Dividend | Accumulated Dividends With Interest | Guaranteed Cash Value | Illustrative Total Cash #<br>← value | Illustrative Death Benefit ## |
|-------------|----------------|-----------------|-------------------------------------|-----------------------|--------------------------------------|-------------------------------|
| 1           | \$1,792        | \$ NONE         | \$ NONE                             | \$ NONE               | \$ NONE                              | \$100,000                     |
| 2           | 1,792          | 117             | 117                                 | 100                   | 217                                  | 100,117                       |
| 3           | 1,792          | 189             | 314                                 | 1,100                 | 1,414                                | 100,314                       |
| 4           | 1,792          | 228             | 563                                 | 2,500                 | 3,063                                | 100,563                       |
| 5           | 1,792          | 282             | 882                                 | 4,000                 | 4,882                                | 100,882                       |
| 6           | 1,792          | 343             | 1,284                               | 5,500                 | 6,784                                | 101,284                       |
| 7           | 1,792          | 404             | 1,773                               | 7,100                 | 9,073                                | 101,973                       |
| 8           | 1,792          | 461             | 2,352                               | 8,700                 | 11,452                               | 102,752                       |
| 9           | 1,792          | 522             | 3,030                               | 10,300                | 14,030                               | 103,730                       |
| 10          | 1,792          | 588             | 3,820                               | 12,000                | 16,720                               | 104,720                       |
| 11          | 1,792          | 649             | 4,723                               | 13,700                | 19,623                               | 105,923                       |
| 12          | 1,792          | 723             | 5,760                               | 15,400                | 22,660                               | 107,260                       |
| 13          | 1,792          | 795             | 5,146                               | 17,200                | 24,046                               | 106,846                       |
| 14          | 0              | 867             | 4,563                               | 19,000                | 25,563                               | 106,563                       |
| 15          | 0              | 945             | 4,019                               | 20,800                | 27,119                               | 106,319                       |
| 16          | 0              | 1,116           | 3,611                               | 22,700                | 28,811                               | 106,111                       |
| 17          | 0              | 1,192           | 3,251                               | 24,600                | 30,551                               | 105,951                       |
| 18          | 0              | 1,263           | 2,938                               | 26,500                | 32,238                               | 105,738                       |
| 19          | 0              | 1,340           | 2,681                               | 28,400                | 34,081                               | 105,681                       |
| 20          | 0              | 1,419           | 2,487                               | 30,300                | 35,987                               | 105,687                       |
| 21          | 0              | 1,492           | 2,352                               | 32,300                | 38,052                               | 105,752                       |
| 22          | 0              | 1,740           | 2,457                               | 34,300                | 40,257                               | 105,957                       |
| 23          | 0              | 1,839           | 2,667                               | 36,300                | 42,467                               | 106,167                       |
| AGE 65      | 0              | 2,402 +         | 7,129                               | 50,700                | 61,329                               | 110,629                       |
| AGE 70      | 0              | 3,010 +         | 15,722                              | 59,600                | 78,822                               | 119,222                       |
| AGE 76 &    | 0              | 3,359 +         | 33,281                              | 69,100                | 105,881                              | 136,781                       |

\* Dividends based on January 1980 scale.

‡ 3% guaranteed; 6.65% current; interest is subject to federal income tax.

\*\* The Cash outlay illustrated shows the results if the current dividend scale continues without change. If future dividends are reduced it is possible that the accumulated dividends with interest together with the current dividend may not be sufficient in some future years to pay the full current premium.

+ Annual dividend greater than annual premium.

& Age at life expectancy.

# Guaranteed cash value, accumulated dividends and any terminal dividend.

## Basic insurance, accumulated dividends and any terminal dividend.

**Term Plans**

Term Life Insurance policies and Term Insurance Riders provide insurance protection, but do not provide any cash surrender values except for the Term Life Insurance to age 65 policy which provides a cash surrender value but not a loan value prior to age 65.

**Dividend Information**

Metropolitan is a mutual Company; it has no stockholders and is operated for the benefit of its policyholders and contractholders. The excess of (a) premiums or annuity purchase payments and investment earnings, over (b) the amounts needed to assure that contractual benefits will be provided, forms the basis for determining the annual and terminal dividends that are returned to policyholders and contractholders. (A terminal dividend is payable upon termination of a Life or Endowment policy if premiums have been paid on it for a sufficient period — generally 10 to 15 years.)

The amount available for dividends depends on changing business, economic and other conditions. Dividend scales will, therefore, be changed from time to time. This illustration shows what the results would be if the current dividend scale were continued without change. Also, if dividends are used to purchase one-year term insurance, the cost of one-year term insurance is based upon current rates. The illustrative dividend figures, as well as the cost of one-year term insurance, should not be regarded as either guarantees or estimates of future results.

**Illustrative Life Income**

Any illustrative life income figure shown is based upon our rates for life income settlements which are currently commencing. These rates are more favorable than the minimum rates provided by the policy, but are not guarantees or estimates for settlements which commence at a future date. The rates for future settlements will be changed from time to time, depending on the conditions at the date when settlement payments commence. Once the monthly life income payments begin they will be fixed in amount.

**Interest Adjusted Indexes**

These Indexes, if shown, are rough gauges of the comparative cost of the policy under stated assumptions. They provide additional means for evaluating policy data and can be useful in comparing similar plans of insurance — a lower index being better than a higher one. (Indexes are inapplicable for certain plans and, hence are not shown.)

The time when payments are made either by or to the policyholder can have a significant effect on costs, because money earns interest. This principle is recognized in the calculation of Interest-Adjusted Indexes, where an assumed rate of interest is applied in averaging premiums, dividends, and cash values payable over a specified period of time. It should be understood, though, that these Indexes are necessarily theoretical and approximate since they involve various assumptions (including the rate of interest used, the dividends being paid in cash, and the continuation of current dividend scales). The Indexes should not be considered substitutes for actual policy data, nor do they measure the value of an agent's service or the soundness and quality of a company.

Indexes apply to the basic policy only, including the cost of any Disability Waiver of Premiums Benefit if so indicated. Note that the indexes exclude premiums for any optional riders such as Additional Indemnity or Family Income.

**Note** — Figures, if shown, such as "Total Premiums Less Illustrative Cash Value", "Total Premiums Less Total Dividends", "Net Increase or Decrease in Business Surplus", etc. should not be used in policy cost comparisons because they do not take into consideration the effect interest could have on payments made at different points in time. However, they can sometimes be useful, e.g. for accounting purposes. The word "Surplus" in Business Insurance situations refers to the effect on the account books of the business purchasing the policy; however, policies that are individually owned by the partners or stockholders would have no effect on the surplus of the business.

Any application for insurance will be subject to Metropolitan's underwriting rules.



Metropolitan  
Life Insurance Company

### SHORT TERM PAYMENT PLAN

For Payment of Future Premiums From the Cash Value of Paid-up Additional Insurance or Accumulated Dividends with Interest

IMPORTANT NOTICE - PLEASE KEEP WITH YOUR POLICY

Name of Insured \_\_\_\_\_ Name of Owner \_\_\_\_\_  
 Policy Number \_\_\_\_\_ Issue Date \_\_\_\_\_  
 Plan of Insurance \_\_\_\_\_ Amount of Insurance \_\_\_\_\_  
 Classification \_\_\_\_\_ Sex \_\_\_\_\_ Age at Issue \_\_\_\_\_  
 Benefits Included \_\_\_\_\_

After premiums for your policy have been paid for \_\_\_\_\_ years, the Short Term Payment Plan allows you the opportunity to pay future premiums each year through the use of dividends, by withdrawing from the cash value of additional insurance or accumulated dividends with interest the amount which, together with the current dividend, would pay the current premium. To implement the Short Term Payment Plan, ask your Metropolitan Sales Representative to verify that the dividends credited to your policy together with the dividend scale then in effect are sufficient to accomplish this objective. If dividends are sufficient, the mode of premium payment should be changed to annual if another mode of premium payment is in effect.

When your annual premium notice is received each year, the owner of the policy should complete and sign the following note, attach it to the premium notice and return it to Metropolitan:

"Please pay the annual premium by withdrawing from the cash value of additional insurance or accumulated dividends with interest the amount which together with the current dividend is sufficient to pay the annual premium. I am enclosing a check for any loan interest due."

*See  
Sheet  
A*

*based on*  
 \*The number of years that premium payments in cash are required under the Short Term Payment Plan is determined by the dividend scale in effect at the time the policy is issued. Dividends, however, are not guaranteed. Changes in dividend scales after issue may increase or decrease the number of years indicated. In addition, if future dividend scales decrease after the Short Term Payment Plan is implemented, it may be possible that dividends may not be sufficient in some future years to pay the full current premium. *Also,*

→ Form No.

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Insert A

After premiums have been paid for \_\_\_\_\_\*  
years, you must notify Metropolitan each  
year by sending a copy of the following  
paragraph, signed and attached to your  
annual premium notice.

"Please credit my current dividend toward  
the annual premium. Pay the rest of the  
premium by withdrawing the required  
sum from the cash value of additional  
insurance or dividends left on deposit  
with interest. I am enclosing a check  
for any loan interest due."

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MP4011149726

# **EXHIBIT B**

Office Memorandum

Kari P.  
Pls review & comment

Metropolitan  
Life Insurance Company

M. A. P. Perkins

Section P.I. Contact Bureau

Division Administrative

{FI/Area}

## Section

**Division**

~~Mr. J. Ryan, Manager~~

Section P.A. Consulting Services

Division P.I. Administration

(FI/Asa)

Re 01416 - A-46 B. H.O. - Ins. Adv. Ill - Descriptive Insert  
for Accelerated Payment Plan

Attached for your review and approval is a revision of the above insert sheet. This insert sheet was previously reviewed by you as part of an illustration package, formerly entitled "Short-Term Payment Plan".

May we please have your comments and/or approval of this revised insert by June 12, 1980.

Date 6/9/80 PO

*Santhi Gowder*  
Signature

**Signature**

Actuarial - P.I. Contract Bureau  
Division-Section

#### Division-Section

(Continue on the Reverse Side if Necessary)

3255 (3-77) Printed in U.S.A.

**REDACTED - ATTORNEY CLIENT**

**CONFIDENTIAL**



Re: Insert for Accelerated Payment Plan

The attached sales material is being submitted for your review. Please complete this Section of the Project Review form below by filling in the name of reviewer(s) and the date that you return material to P.I.C.B. Reviewer should notify P.I.C.B. immediately if target date cannot be met. Please return completed material to me.



Mr. P.A. Rabenau

Departments to which sent:



Post-Action Review

Division: Actuarial-Personal

Date Sent:

Section: Personal Insurance Contract Bureau

Target Date for Return:

Area: 21V

Actual Date Returned:

Reviewer(s):

*info only*

Mr. John Ryan



Post Action Review

Division: Personal Insurance Administration

Date Sent: 6/7/80

Section: P.I. Consulting and Claims Services

Target Date for Return: 6/12/80

Area: 13U

Actual Date Returned:

Reviewer(s):



Mr.



Post-Action Review

Division:

Date sent:

Section:

Target Date for Return:

Area:

Actual Date Returned:

Reviewer(s):



Mr.



Post Action Review

Division:

Date Sent:

Section:

Target Date for Return:

Area:

Actual Date Returned:

Reviewer(s):

Mrs. Dorothy Goodwin

Extension 3883

Actuarial Personal

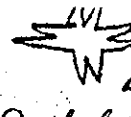
Personal Insurance Contract Bureau

Area 21V

Date

*6/6/80***CONFIDENTIAL****REDACTED - ATTORNEY CLIENT**



 Metropolitan  
Life Insurance Company

**ACCELERATED PAYMENT PLAN**

*I believe this title is now up in the air*

For Payment of Future Premiums from the Cash Value of Paid-up Additional Insurance or Accumulated Dividends with Interest

**IMPORTANT NOTICE - PLEASE KEEP WITH YOUR POLICY**

Name of Insured \_\_\_\_\_ Name of Owner \_\_\_\_\_  
Policy Number \_\_\_\_\_ Issue Date \_\_\_\_\_  
Plan of Insurance \_\_\_\_\_ Amount of Insurance \_\_\_\_\_  
Classification \_\_\_\_\_ Sex \_\_\_\_\_ Age at Issue \_\_\_\_\_  
Additional Benefits Included \_\_\_\_\_

*new name is being proposed each year*  
After premiums for your policy have been paid for ~~Choose years~~ *each year*, the Accelerated Payment Plan allows you to elect a procedure *this is not an election* that provides for the automatic payment of future premiums as they fall due through the use of dividends, by withdrawing from the cash value of additional insurance or accumulated dividends with interest ~~each year~~ an amount which, together with the current dividend, will pay the current premium. When you wish to start this procedure ask your Metropolitan Sales Representative to confirm that the dividends credited to your policy together with dividends based on the scale currently in effect are sufficient to accomplish this objective. If dividends are sufficient, the procedure requires that future premium payments be paid annually (no outlay by you). Your Sales Representative will assist you in making this change, if necessary, and in putting this procedure in effect.

The number of years that premium payments in cash are required under the Accelerated Payment Plan is based on the dividend scale in effect at the time the policy is issued. Dividends, however, are not guaranteed. Changes in dividend scales after issue may increase or decrease the number of years shown. Also, if future dividend scales decrease after the automatic payment procedure is started, it is possible that dividends may not be sufficient in some future years to pay the full current premium.

*new part*  
The Accelerated Payment Plan increases your flexibility. When dividends allow, you may stop paying premiums, or continue to pay them to achieve higher policy values. Even after premium payments are stopped, you may start them again at any time.

*See suggested text for this paragraph back*

*No! you never stop paying premiums; however you may stop your cash outlay.*

01416 A-46B H.O. (5-80)

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The APP<sup>?</sup> increases your flexibility. When dividends are sufficient, you may stop your cash outlay, or continue to pay your premiums as you normally do which will allow you to purchase additional insurance if you so wish. Even if you have chosen to pay premiums by the APP, you may return to paying your premium as you previously did at any time.

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## Office Memorandum

Metropolitan  
Life Insurance Company

M. P. ~~Parkinson~~ ✓  
 Section P.I. Contract Bureau  
 Division Actuarial 21-6  
 (FII/Area)

M. [Redacted]  
 Section [Redacted]  
 Division [Redacted]  
 (FII/Area)

Mr. J. Ryan, Manager  
 Section P.I. Consulting Services  
 Division P.I. Administration  
 (FII/Area)

Re 01416-A-46 B H.O. - Ins. Adv. Ill. - Descriptive Insert  
 for Accelerated Payment Plan

Attached for your review and approval is a revision  
 of the above insert sheet. This insert sheet was  
 previously reviewed by you as part of an illustration  
 package, formerly entitled "Short Term Payment Plan".

May we please have your comments and/or approval  
 of this revised insert by June 12, 1980.

Date 6/9/80

*to*  
 Dorothy H. [Signature]  
 Signature

Actuarial - P.I. Contract Bureau  
 Division-Section

(Continue on the Reverse Side if Necessary)

3255 (3-77) Printed in U.S.A.

*Do this  
 Some suggestions  
 for your consideration  
 Phil*

DACTED - ATTORNEY CLIENT

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Re:

Insert for Accelerated Payment Plan

The attached sales material is being submitted for your review. Please complete this Section of the Project Review form below by filling in the name of reviewer(s) and the date that you return material to P.I.C.B. Reviewer should notify P.I.C.B. immediately if target date cannot be met. Please return completed material to me.

Departments to which sent:



Mr. P.A. Rabenau



Post-Action Review

Division: Actuarial-Personal

Date Sent:

Section: Personal Insurance Contract Bureau

Target Date for Return:

Area: 21V

Actual Date Returned:

Reviewer(s):

*info only*Mr. John Ryan

Post Action Review

Division: Personal Insurance Administration

Date Sent: 6/9/80

Section: P.I. Consulting and Claims Services

Target Date for Return: 6/12/80

Area: 13U

Actual Date Returned:

Reviewer(s):



Mr.



Post-Action Review

Division:

Date sent:

Section:

Target Date for Return:

Area:

Actual Date Returned:

Reviewer(s):



Mr.



Post Action Review

Division:

Date Sent:

Section:

Target Date for Return:

Area:

Actual Date Returned:

Reviewer(s):

Mrs. Dorothy GoodwinExtension 3883

Actuarial Personal

Personal Insurance Contract Bureau

Area 21V

Date

6/6/80**CONFIDENTIAL****REDACTED - ATTORNEY CLIENT**

# **EXHIBIT C**

Mr. F.A. Risley  
P.I. Marketing  
Area 4-H

Re 01416-A 46B H.O. Descriptive Insert for Accelerated Payment Plan *Illustration*

The above insert has been reviewed by [REDACTED] P.I. Consulting and Claim Services and the Contract Bureau. Several changes and/or comments have been noted on the attached copy.

Please note the following additional comments:

- (1) We understand that the title "Accelerated Payment Plan" is not final and when the new title has been approved it should be included in this insert.
- (2) It was pointed out by the reviewers that you do not stop paying premiums under this procedure and "Copy A" is a suggested revision of the last paragraph of the form.

In addition, it is our understanding that the Accelerated Payment Plan procedure is not "automatic" and must be chosen by the policyholder each year. This does not seem to be Marketing's intention and until this problem is resolved, the insert does not have final approval.

*Dorothy Goodwin*  
Dorothy Goodwin  
Personal Insurance Contract Bureau

*vdh*  
*6/19/80*

June 19, 1980

DG/dc

REDACTED - ATTORNEY CLIENT

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